

Message Text

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PAGE 01 ISLAMA 07553 231342Z

73

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 TRSE-00 CIEP-02 STR-04 OMB-01

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FM AMEMBASSY ISLAMABAD

TO USDOC WASHDC

INFO SECSTATE WASHDC 6710

AMCONSUL KARACHI

AMCONSUL LAHORE

UNCLAS ISLAMABAD 7553

E.O.11652:N/A

TAGS: BEXP, PK

SUBJECT: IMPLEMENTING U.S. BOYCOTT POLICY

REF: 75 STATE 281768, 75 STATE 282318,
75 ISLAMABAD 11152

1. SUMMARY. ALL POSTS IN PAKISTAN HAVE KEPT A RECORD OF GOVERNMENT AND GOVERNMENT-OWNED CORPORATION INVITATIONS TO BID DURING THE PERIOD DECEMBER 1, 1975 TO JUNE 30, 1976 TO DETERMINE EFFECT OF USDOC POLICY FORBIDDING THE FURNISHING OF INFORMATION WHICH MIGHT SERVE TO FURTHER BOYCOTTS AGAINST COUNTRIES FRIENDLY TO THE UNITED STATES. WHILE U.S. BUSINESS MAY HAVE MISSED A FEW OPPORTUNITIES UNDER THIS NEW POLICY, THE EFFECTS APPEAR NOT TO BE AS SERIOUS AS WE EARLIER FEARED. MOST OF THE INVITATIONS CONTAINING BOYCOTT LANGUAGE HAVE COME FROM ONE CORPORATION WHICH ALSO MAILED DIRECTLY TO US SUPPLIERS IN CONNECTION WITH A PROJECT FINANCED BY IBRD. END SUMMARY.

2. FOLLOWING IS A SUMMARY OF THE INVITATIONS TO BID HANDLED BY POSTS IN PAKISTAN FROM DECEMBER 1, 1975 THROUGH JUNE 30, 1976:

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PAGE 02 ISLAMA 07553 231342Z

A) TWENTY- THREE INVITATIONS TO BID WERE REPORTED

WHICH CONTAINED NO REPEAT NO BOYCOTT LANGUAGE. FOUR
CONTAINED NO REPEAT NO ESTIMATE OF VALUE
AND NINETEEN CONTAINED VALUE ESTIMATES TOTALLING
SLIGHTLY MORE THAN DOLS 50 MILLION.

B) FOUR INVITATIONS TO BID TOTALLING DOLS 0.9 MILLION
IN ESTIMATED VALUE CONTAINED BOYCOTT LANGUAGE
BUT THE POST WAS ABLE TO REPORT THEM FROM OTHER
PUBLISHED SOURCES OF INFORMATION.

C) THIRTEEN INVITATIONS TO BID CONTAINED BOYCOTT
LANGUAGE AND WERE NOT REPEAT NOT REPORTED.
NONE OF THESE INVITATIONS CONTAINED VALUE ESTIMATES.

3. NINE OF THE INVITATIONS TO TENDER NOT REPORTED
CAME FROM SUI NORTHERN GAS PIPELINES WHICH ALSO MAILED
ITS INVITATIONS DIRECTLY TO A NUMBER OF U.S. SUPPLIERS.
SUI NORTHERN TENDS TO CALL FOR BIDS ON SMALLER SEGMENTS
OF TOTAL PROJECTS AND THEREFORE ANY EFFECT IN DOLLAR
VALUE TERMS IS PROBABLY LESS THAN THE NUMBERS INDICATED
IN PARA TWO ABOVE. IT IS INTERESTING TO NOTE THAT ALL
OF THE NINE INVITATIONS WITH BOYCOTT LANGUAGE FROM
SUI NORTHERN AND THREE OF THE INVITATIONS WITH BOYCOTT
LANGUAGE WHICH WERE REPORTED FROM OTHER SOURCES
(PARA 2 (B) ABOVE) WERE FINANCED BY IBRD, WE THUS
CONCLUDE THAT THE NEW POLICY ON REPORTING TRADE OPS AND
TENDERS WITH BOYCOTT LANGUAGE HAS SO FAR NOT HAD SERIOUS EFFECT
ON TRADE OPPORTUNITIES FOR AMERICAN BUSINESS.
BYROADE

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